



EXHIBIT B

PROPOSAL INSTRUCTIONS AND SELECTION CRITERIA

I. **PROPOSAL DELIVERY/SUBMISSION:**

- A. **Due Date:** The due date for the Authority's receipt of the proposals responding to this Request for Proposal ("RFP") is **May 12, 2006 at 4 p.m.**
- B. **Originals and Copies:** Submit one (1) original and three (3) copies of a proposal to provide the services described in Exhibit A (Scope of Work).
- C. **Delivery of Proposal:** Addresses for the delivery of proposals are as follows:

DELIVERY VIA HAND DELIVERY OR COMMERCIAL OVERNIGHT SERVICE:

Mary Levine
Michigan State Housing Development Authority
735 E. Michigan Avenue
Lansing, MI 48909

DELIVERY VIA U.S. POSTAL SERVICE:

Mary Levine
Michigan State Housing Development Authority
P.O. Box 30044
Lansing, MI 48909

- D. **Selection of Proposal:** It is anticipated that the MSHDA review will take one week after the closing date for submitting proposals. The selected proposal will be announced May 31, 2006 via e-mail and posting on the Authority's website.

II. **PROPOSAL FORMAT:**

- A. **Overview:** Proposals must be submitted in the format described in Section B (Format of Proposal) below. There should be no attachments, enclosures or exhibits other than those considered by the prospective

contractor ("Prospective Contractor") to be essential to a complete understanding of the proposal. Each section must be clearly identified with appropriate headings.

The proposal should be clear, accurate, and complete, with sufficient detail to enable the Authority to evaluate the services and methods proposed. Brevity is appreciated.

B. Format of Proposal:

1. **BUSINESS ORGANIZATION.** Answer/Address the following:
 - a. Full name and address of Firm:
 - b. Branch office if applicable:
 - c. Type of entity (e.g., Michigan corporation, Michigan nonprofit corporation, Michigan limited liability company):
 - d. If entity is foreign (i.e., non-Michigan), is it licensed to do business in Michigan?
 - e. Submit Certificates of Status dated within 30 days if firm is a Michigan entity. (Certificate to proposal.)
 - f. Submit Certificate Authorizing Firm to Do Business in Michigan dated within 30 days if firm is not a Michigan entity.
2. **MANAGEMENT & PERSONNEL:** Answer/Address the following:
 - a. **Officer and Management Summary:** Identify officers and managers by name and position. Identify managers and/or officers who will manage the contract if it is rewarded. (*Resumes or Curriculum Vitaes of managers or officers may be provided.*)
 - b. **Bidder's Authorized Contact:** Include the name and telephone number of person(s) in your organization authorized to expedite any proposed contract with MSHDA. An official authorized to commit the bidder to the terms and conditions of the proposal must sign the proposal. The Provider must clearly identify the full title and authorization of the designated official and provide a

statement of bid commitment with the accompanying signature of the official.

3. **EXPERIENCE**

- a. **Prior Experience of Firm:** Indicate prior experience of your firm that you consider relevant to the successful accomplishment of the project described in this RFP. Include sufficient detail to demonstrate the relevance of such experience. Include descriptions of qualifying experience, including project descriptions, and starting and ending dates of projects successfully completed. Also include name, address, and telephone number of the responsible official of the client organization who may be contacted.
- b. **Experience of Proposed Personnel Assigned to Provide Services:** Describe the education and experience of personnel who will likely be assigned to provide the proposed services, including managers who may oversee work of personnel. *(Provide resumes or curriculum vitae of assigned personnel as attachments/enclosures.)*
- c. **Additional Information and Comments:** Include copies of broker and/or real estate sales licenses. Include any other information that is believed to be pertinent but not specifically asked for elsewhere.

4. **PROPOSED SERVICES**

- a. **Service To Be Rendered:** Describe the service to be rendered. (This section should address the services sought through the Scope of Work.)
- b. **How Service Will be Rendered:** Describe how the services will be rendered. Address and describe the process used to render the services.
- c. **Use of Subcontractors:** If any work will be subcontracted, describe the following:
 - i. Work that will be subcontracted;
 - ii. The process used to select the subcontractors;
 - iii. The contractor's experience and expertise; and
 - iv. The names of the firms/individuals (s) who will perform the subcontracted work.

- d. **Standards:** Describe or address the following:
- i. The standards that the services besides those listed in the Scope of Work will satisfy. (If standards of a professional association will be followed, identify the standards and the association.)
 - ii. How quality of service will be monitored and ensured.
 - iii. Whether "best practices" will be followed. (If applicable, identify, the organization and/or document that establishes such standards.)
- e. **Security of Data:** If the services to be rendered require the collection and/or use of confidential and/or personal data, confirm the following:
- i. Has your firm has established and used a policy to address the security of paper and electronic data. *(Please do not submit a copy of your security policy.)*
 - ii. Does your policy address the removal of confidential and/or personal data form storage media? (For example, does your firm's policy include the removal or "wiping" of data from hard drives when a computer is no longer used?)

5. **PRICE PROPOSAL & BUDGET**

- a. **Price Proposal:** The rate quoted in the bidders proposals submitted in response to this RFP will be firm for the duration of the Contract. No price changes will be permitted. The Authority desires the lowest possible fixed rate commission for the term of the Contract payable upon the sale of each development out of sale proceeds.
- b. **Cost of Services and Reimbursement:** The selected Contractor shall bear all expenses incurred by the Contractor to market REO properties.

6. **SIGNATURE CLAUSE TO BE SIGNED BY AUTHORIZED SIGNATORY OF FIRM**

Signature Clause: Insert the following signature clause at the end of the proposal and have an authorized signatory for the firm sign it:

I confirm that I have submitted this proposal on behalf of (INSET NAME OF FIRM) in response to the Michigan State Housing Development Authority's Request for Proposals for (INSET SERVICE SOUGHT BY AUTHORITY).

By: _____

Its: _____

Date: _____

III. Selection of Proposal

- A. **Selection Criteria.** The Authority's Office of Asset Management will select the proposal based on Selection Criteria listed below:

- | | | |
|----|---|-------------|
| 1. | Experience | (35 Points) |
| 2. | Education and/or certification | (15 Points) |
| 3. | Communication skills, including clarity of proposal | (10 Points) |
| 4. | Adequacy of staff necessary to perform services | (10 Points) |
| 5. | Amount of time available to perform services | (10 Points) |
| 6. | Reasonableness of Commission | (20 Points) |

Total Possible Points: 100 Points

- B. **Expected Deadline for Selecting Proposal.** The Authority expects to confirm selection of the proposal by e-mail and/or First Class Mail by May 31, 2006.
- C. **Cancellation of Selected Proposal.** The selection of a proposal by the Authority may be cancelled at any time prior to the complete execution of a contract. Reasons for canceling the selected proposal may include, but are not limited to, the following:
1. Refusal of Departments of Labor & Economic Growth and/or Civil Service to process required forms; and/or
 2. Refusal of duly authorized Authority signatory to execute the contract.

If the Authority cancels its selection of a proposal, the Authority may repost this or a similar RFP and re-seek proposals.